

*Title:* **NEW ADB BUSINESS OPPORTUNITIES,  
PROPOSED ADVISORY AND OPERATIONAL  
TECHNICAL ASSISTANCE (ADTA)  
PROJECTS, JANUARY 2006**

*Subject Country(ies)* Afghanistan, Bangladesh, China, India and Pakistan

*Post of Origin* Asian Development Bank (ADB)

*Series* International Market Insights (IMI)

*Date of Report (YYMMDD)* 051223

*Deletion Date (YYMMDD)* 060324

*Author* Kathleen dela Merced

*Approving Officer* Frank Foster

*Officer's Title* Senior Commercial Officer

*No. of Pages* 9

INTERNATIONAL COPYRIGHT, U.S. & FOREIGN COMMERCIAL SERVICE AND U.S. DEPARTMENT OF STATE, 2006. ALL RIGHTS RESERVED OUTSIDE OF THE UNITED STATES.

This report alerts U.S. firms to **US\$ 6.2 million** in new, potential procurement of consulting services under the Asian Development Bank's (ADB) technical assistance (TA) programs. Opportunities are reported for Afghanistan, Bangladesh, China, India and Pakistan. From January to June 2005, U.S. firms, including many small consulting firms, succeeded in winning US\$27.129 million ADB-funded national technical assistance contracts out of a total ADB-financed consulting budget of US\$195.209 million.

The ADB selects a consultant for a TA grant based on its prior Expression of Interest (EOI). For some of these projects, the ADB may opt to use the method of Direct Selection in the hiring of consultants. An EOI can be transmitted on-line through the ADB website ([www.adb.org](http://www.adb.org)); afterward it will be acknowledged automatically. Firms may opt to send a hardcopy follow-up EOI addressed to Mr. Robert J. Robertson, Director, Consulting Services Division, with a copy to the ADB Project Officer. The EOI should relate a firm's experience and expertise to the ADB project. It is important for a U.S. firm to emphasize that it has similar project experience in the country or in a similar geographic area, rather than present a general profile of its consulting activities. A separate EOI should be submitted for each project. The project name indicated in the EOI should exactly match that listed in the ADB Business Opportunities publication to avoid confusion.

To be considered for employment, consulting firms must register on the ADB's DAICON (Data on Consulting Firms) system, or for individual consultants, on the DICON (Data on Individual Consultants) system. Otherwise, their EOIs will not be accepted. DAICON and DICON registration can be done on-line at [www.adb.org/consulting](http://www.adb.org/consulting).

ADB's DAICON (<http://www.adb.org/Consulting/dacon.asp>) is a database of firms and other organizations from the ADB's member countries that are qualified to provide consulting services for ADB projects. The DAICON contains information on the experience and capacity of the firms and organizations. ADB requires firms or organizations to register on the DAICON so that the ADB can consider them for short-listing for a technical assistance project. The term "firm or organization" covers all sources of consultants, such as consulting firms, government agencies, public sector organizations, national and international institutions and non-government organizations.

The DICON (<http://www.adb.org/Consulting/dicon.asp>) system contains the names of persons who are citizens of ADB's member countries; are at the forefront of their respective fields; and may be practicing consultants or employees, whose organizations are prepared to release them for short periods to serve ADB; or retired persons with special experience who are still active.

Firms may also send a notification copy of their EOIs to the U.S. mailing address for the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: [manila.adb.office.box@mail.doc.gov](mailto:manila.adb.office.box@mail.doc.gov). These projects are likewise available on our website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

The projects listed in this report are now being actively processed by the ADB. For more information on these projects, the name of the ADB project officer is indicated in the project brief. The U.S. Commercial Service Liaison Office to the ADB is ready to provide assistance to U.S. firms upon request.

The following technical assistance projects are reprinted with permission from the Asian Development Bank, from the ADB website at <http://www.adb.org> and appeared for the first time in December 2005. For more information on development in Asia and the Pacific, see <http://www.adb.org>.

**ADVISORY AND OPERATIONAL TECHNICAL ASSISTANCE (ADTA)  
PROJECTS, JANUARY 2006**

**A. AFGHANISTAN**

**Project Name** : **Capacity Building for Regional Cooperation**  
**Project No.** : AFG 39651-01  
**Executing Agency** : Ministry of Foreign Affairs  
**TA Amount** : US\$ 400,000.00  
**Sector/Sub-sector** : Law, Economic Management & Public Policy /  
National Government Administration

**Objectives and Scope:**

The technical assistance (TA) will develop a comprehensive capacity-building plan and strengthen the institutional capacity of the Ministry of Foreign Affairs (MoFA), empowering it for regional cooperation initiatives.

**Consulting Services:** The TA will require 5 person-months of international consultants and 30 person-months of domestic consulting services.

**Project Processing Stage:** Fact-finding Mission completed: 16 October 2005.

**Recruitment of Consultants:** Recruitment of consultants is expected to take place in February 2006.

**Project Officer** : Ali M. Azimi  
Operations Coordination Division  
South Asia Department  
Email: [aazimi@adb.org](mailto:aazimi@adb.org)

**In-country U.S. Embassy**

**Commercial Officer** : c/o American Embassy, Kabul  
Rian Harris, Economic Officer  
Tel.: (93-20) 130-0436  
Email: [HarrisRH@state.gov](mailto:HarrisRH@state.gov)

**B. BANGLADESH**

**Project Name** : **Supporting Good Governance Initiatives II**  
**Project No.** : BAN 37017-05  
**Executing Agency** : Cabinet Division Government of Bangladesh  
**TA Amount** : US\$ 750,000.00  
**Sector/Sub-sector** : Finance /Finance Sector Development

**Objectives and Scope:**

The objective of the technical assistance (TA) is to contribute to reduced corruption in the Bangladesh public sector which promotes efficiency and effectiveness thus leading to an improved climate for business and investments, and increased public confidence in Government institutions. The TA will comprise of three components: (i) Strengthening the Anti-corruption Commission, (ii) Part B: Strengthening sector line ministries and agencies, and (iii) Part C: Formulating the National Integrity Strategy.

**Consulting Services:** ADB will engage a consulting firm and individual consultants to provide support to the TA Management Unit. International consultancy inputs will comprise: (i) an organizational development expert (9 person-months), and (ii) an organizational training needs expert (9 person-months). Domestic consultancy inputs will consist of: (i) 9 person-months each of two organizational training and development experts, and (ii) 10 person-months of services from a process systems expert. All consultants for the ADTA will be selected by ADB in accordance with its Guidelines on the Use of Consultants and other arrangements satisfactory to ADB on the engagement of domestic consultants. The simplified technical proposal (STP) and quality based selection (QBS) procedures will be used. QBS will be used because of the sensitivity of the specialist technical skills requirements.

**Project Processing Stage:** For the President's Consideration: 14 December 2005.

**Recruitment of Consultants:** Recruitment of consultants will take place in February 2006.

**Project Officer** : Arjun Goswami  
Governance, Finance, and Trade Division  
South Asia Department  
Tel.: (63-2) 632-6355  
Email: [agoswami@adb.org](mailto:agoswami@adb.org)

**In-country U.S. Embassy  
Commercial Officer :** U.S. Embassy Dhaka  
David Renz, Economic Officer  
Tel.: (880) 885-5500  
Email: [RenzDX@state.gov](mailto:RenzDX@state.gov)

**C. CHINA**

**Project Name** : **Institutional Development of SEPA's Regional  
Supervision Centers**  
**Project No.** : PRC 39647-01  
**Executing Agency** : To be determined.  
**TA Amount** : US\$ 550,000.00  
**Sector/Sub-sector** : Agriculture & Natural Resources /

## Environment & Biodiversity

### **Objectives and Scope:**

The technical assistance (TA) aims to help the State Environmental Protection Administration (SEPA) to establish its regional supervision centers to improve environmental management capacity at regional level in PRC.

**Consulting Services:** International consultants: (i) Environmental Institutions and Planning - 3pm (ii) Environmental Capacity Building and Training - 1.5pm Domestic consultants: (i) Environmental Management and Institution - 9pm (ii) Public Administration - 5pm (iii) Environmental Capacity Building and Training - 5pm (iv) Environmental Law and Enforcement - 6pm (v) Environmental Information Management - 5pm

**Project Processing Stage:** Fact-finding Mission completed: 17 November 2005.

**Recruitment of Consultants:** Recruitment of consultants is expected to take place on January 2006.

**Project Officer** : Xiaoying Ma  
Environment and Social Safeguard Division  
Tel.: (63-2) 632-6673  
Email: [maxiaoying@adb.org](mailto:maxiaoying@adb.org)

### **In-country US Embassy Commercial Officer :**

U.S. Commercial Service Beijing  
Craig Allen, Senior Commercial Officer  
Tel.: (86-10) 8529-6655  
Fax: (86-10) 8529-6558/6559  
E-mail: [Craig.Allen@mail.doc.gov](mailto:Craig.Allen@mail.doc.gov)

U.S. Commercial Service Guangzhou  
Robert Murphy, Principal Commercial Officer  
Tel.: (86-20) 8667-4011  
Fax: (86-20) 8666-6409  
E-mail: [Robert.Murphy@mail.doc.gov](mailto:Robert.Murphy@mail.doc.gov)

U.S. Commercial Service Shanghai  
Ira Kasoff, Principal Commercial Officer  
Tel.: (86-21) 6279-7630  
Fax: (86-21) 6279-7639  
E-Mail: [Ira.Kasoff@mail.doc.gov](mailto:Ira.Kasoff@mail.doc.gov)

U.S. Commercial Service Chengdu  
Christina Harbaugh, Principal Commercial Officer  
Tel.: (86-28) 8558-3992

Fax: (86-28) 8558-9221  
Email: [Christina.Harbaugh@mail.doc.gov](mailto:Christina.Harbaugh@mail.doc.gov)

U.S. Commercial Service Shenyang  
Soching Tsai, Principal Commercial Officer  
Tel.: (86-24) 2322-1198  
Fax: (86-24) 2322-2206  
Email: [Soching.Tsai@mail.doc.gov](mailto:Soching.Tsai@mail.doc.gov)

#### **D. INDIA**

**Project Name** : **Knowledge Management and Capacity Building**  
**Project No.** : IND 39659-01  
**Executing Agency** : Department of Economic Affairs  
Contact: KS Palachandran  
Address: Department of Economic Affairs,  
Ministry of Finance, North Block  
New Delhi Tel. No.: (91-11) 2309-2229  
**TA Amount** : US\$ 2,000,000.00  
**Sector/Sub-sector** : Multi-sector

#### **Objectives and Scope:**

The objective of the technical assistance (TA) is to create an enabling environment for sustainable growth and poverty reduction by supporting knowledge creation, dissemination and capacity enhancement with an operational focus.

**Consulting Services:** The TA will support the engagement of international and domestic individual consultants on long and short-term basis based on needs. Consultants will be engaged under the TA by ADB in accordance with the Guidelines on the Use of Consultants by Asian Development Bank and its Borrowers and other arrangements satisfactory to ADB for the engagement of consultants. The terms of reference for identified international and domestic consultants are outlined below: A. International Consultants (4 persons-months) (i) Support documentation of international best practices (ii) Support dissemination of best practices (iii) Participate in TA workshops, seminars, and conferences, and present experiences as required. B. Domestic Consultants; Other than the knowledge management consultants, other domestic consultants will be recruited on a need based basis. Knowledge Management Consultant The Knowledge Management Consultant will support TA implementation by performing the following role; (i) Support ADB staff in organization of stakeholder consultations for study design and planning (ii) Support monitoring of progress and documentation of studies under the TA (iii) Support impact assessments and appraisal studies needed based on feedback from stakeholders (iv) Help ADB staff organize workshops, conferences, seminars, and other consultations as required (v) Help ADB staff organize capacity building events and study tours (vi) Support preparation of the agenda and material for all learning events dissemination (vii) Support ADB staff in the seminar and web based study dissemination process (viii) Maintain linkages with all relevant stakeholders for effective implementation of the

above (ix) Support various TA review and appraisal missions (x) Develop and implement a management information system for the TA (xi) Help draft routine communications.

**Project Processing Stage:** Beginning of Fact-finding Mission: December 2005.

**Recruitment of Consultants:** Recruitment of consultants expected to take place in March 2006.

**Project Officer :** Pratima Dayal  
India Resident Mission  
Tel.: (63-2) 632-5514  
Email: [pdayal@adb.org](mailto:pdayal@adb.org)

**In-country U.S. Embassy  
Commercial Officer :** U.S. Commercial Service  
John Peters, Minister-Counselor for Commercial  
Affairs  
Tel.: (91-11) 2331-6841/48  
Fax: (91-11) 2331-5172  
E-mail: [John.Peters@mail.doc.gov](mailto:John.Peters@mail.doc.gov)

## **E. PAKISTAN**

**E.1: Project Name :** **Capacity Building for the Office of the Auditor General of Pakistan**

**Project No. :** PAK 39631-02

**Executing Agency :** Office of the Auditor General of Pakistan (AGP)  
Contact: Muhammad Yunus Khan, Auditor General  
Address: G-5, Islamabad  
Tel. No.: (92-51) 922-4080; Fax. No.: (92-51) 922-5243

Office of the Controller General Accounts (CGA)  
Contact : Iftikhar Ahmed Khan, Controller, General  
Accounts  
Address: CGA Complex, G5/2 Islamabad  
Tel. No.: (92-51) 921-9162; Fax. No.: (92-51) 920-4622

**TA Amount :** US\$ 2,000,000.00

**Sector/Sub-sector :** Law, Economic Management & Public Policy /  
Public Finance & Expenditure Management

### **Objectives and Scope:**

The technical assistance (TA) will assist the Auditor General of Pakistan (AGP) and Controller General Accounts (CGA) to support the Earthquake Rehabilitation and Reconstruction Agency (ERRA) to ensure that (i) all executing and implementing agencies receiving earthquake funds maintain auditable accounts; (ii) financial, compliance and performance audits are conducted by the newly established Director

General Audit ERRA wing of the AGP in accordance IOSAI standards; and (iii) ERRA performance monitoring and evaluation systems are coherent and provide information to enable timely preparation of reports for management and donors and ensure that implementation lessons inform policy makers.

**Consulting Services:** 192 person-months domestic and 9 person-months international long and short term individual consultants who will provide training and technical advice in various aspects of audit, accounts and performance monitoring and evaluation.

**Project Processing Stage:** Board Circulation Completed: 6 December 2005.

**Recruitment of Consultants:** Recruitment of consultants is expected to take place in January 2006.

**Project Officer :** Fernando C. Garcia  
Transport and Communications Division  
South Asia Department  
Tel.: (63-2) 632-5244  
Email: [fgarcia@adb.org](mailto:fgarcia@adb.org)

**In-country US Embassy**  
**Commercial Officer :** U.S. Commercial Service Islamabad  
Tariq Sayeed  
Tel.: (92-51) 2080-2530  
Fax: (92-51) 2823-981  
E-mail: [Tariq.Sayeed@mail.doc.gov](mailto:Tariq.Sayeed@mail.doc.gov)

**E.2: Project Name :** **Result-Based Monitoring of Projects**  
**Project No. :** PAK 38344-01  
**Executing Agency :** Ministry of Planning and Development  
**TA Amount :** US\$ 500,000.00  
**Sector/Sub-sector :** Law, Economic Management & Public Policy /  
Economic Management

**Objectives and Scope:**

The objective of the technical assistance (TA) is to strengthen the Result-Based Monitoring (RBM) capacity of the Government at Planning Wing (PW) of FPDD and at the Monitoring and Evaluation (M&E) Units/Cells of Provincial Planning and Development Board/Departments (PPDDs/PPDB) in four provinces of Balochistan, North West Frontier Province (NWFP), Punjab, and Sindh. The TA will help (i) streamline the monitoring system; (ii) improve performance by RBM of key project activities; (iii) improve efficiency of the PSDP; (iv) sustain information flow among stakeholders at the provincial and federal governments through FPDD, EAD, and PPDDs/PPDB; and (v) assign core staff responsibility and provide training to concerned officials for effective RBM. The desired impact of the ensuing is to enhance the efficiency and quality of projects financed and managed through PSDP.



**Consulting Services:** The TA will require a total of 58 person-months of consulting services, including 54 person-months of domestic and 4 person-months of international consultants. The consultants will be engaged through individual selection during the implementation of the TA to ensure quick responsiveness to the emerging RBM needs articulated by the Government and FPDD. The consultants will be selected by ADB in consultation with the PW in accordance with ADB's Guidelines on the Use of Consultants by ADB and its Borrowers.

**Project Processing Stage:** Fact-finding Mission completed: 8 November 2005.

**Recruitment of Consultants:** The services of consultants are expected to commence in or around April 2006.

**Project Officer** : Mohammed Azim Hashimi  
Pakistan Resident Mission  
Tel.: (63-2) 632-5513  
Email: [mhashimi@adb.org](mailto:mhashimi@adb.org)

**In-country US Embassy  
Commercial Officer :** U.S. Commercial Service Islamabad  
Tariq Sayeed  
Tel.: (92-51) 2080-2530  
Fax: (92-51) 2823-981  
E-mail: [Tariq.Sayeed@mail.doc.gov](mailto:Tariq.Sayeed@mail.doc.gov)